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ANNUAL REPORT  
OF THE  
DEPARTMENT OF BUSINESS REGULATION



TO THE  
GOVERNOR OF MONTANA  
HONORABLE THOMAS L. JUDGE

FOR THE  
FISCAL YEAR ENDED  
JUNE 30, 1973



STATE OF MONTANA  
DEPARTMENT OF BUSINESS REGULATION  
HAROLD H. PITTS, DIRECTOR  
805 NORTH MAIN, HELENA, MONTANA 59601  
TELEPHONE 449-3163

FINANCIAL DIVISION  
L. W. ALKE, ADMINISTRATOR

TRADE REGULATION DIVISION  
DAN L. RICE, ADMINISTRATOR

MILK CONTROL DIVISION  
K. M. KELLY, ADMINISTRATOR  
WEIGHTS AND MEASURES DIVISION  
GARY DELANO, ADMINISTRATOR  
CENTRALIZED SERVICES DIVISION  
DICK DISNEY, ADMINISTRATOR

October 4, 1973

The Honorable Thomas L. Judge  
Montana State Governor  
State Capitol Building  
Helena, Montana 59601

Dear Governor Judge:

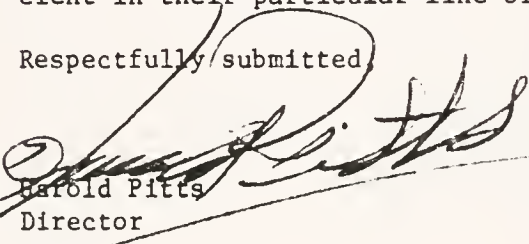
In accordance with the requirement of Section 82-4002, R.C.M. 1947, and Section 82A-108 of the Executive Reorganization Act, there is herewith transmitted to you the report of the Department of Business Regulation covering the fiscal year ended June 30, 1973.

The major accomplishments are outlined on page 4 of this report. As a regulatory Department, it is rather difficult to point out specifics and about the only thing that can be said in this connection is that we are working hard to carry out the different laws covering the several divisions under this Department.

There was one major development, and that was the transferring of the Municipal Examining Program under our Financial Division to the Department of Intergovernmental Relations. This transfer was made in September 1972 as a part of the reorganization program.

We are continually striving to upgrade our personnel and to better equip them through educational programs and seminars to become proficient in their particular line of work.

Respectfully submitted

  
Harold Pitts  
Director

mjd



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PRINCIPAL OFFICES AND OFFICERS

---

PRINCIPLE ADMINISTRATIVE OFFICERS

DIRECTOR

John A. Dowdall  
7/01/72 to 12/31/72

Harold Pitts  
1/01/73 to 6/30/73

CENTRALIZED SERVICES DIVISION  
Administrator

Dick M. Disney

WEIGHTS AND MEASURES DIVISION  
Administrator

Gary L. Delano

FINANCIAL DIVISION  
Administrator

Les W. Alke

TRADE REGULATION DIVISION  
Administrator

Dan L. Rice

MILK CONTROL DIVISION  
Administrator

K. M. Kelly

PRINCIPAL OFFICES

Reber Building  
805 North Main

Helena, Montana

ATTACHED FOR ADMINISTRATIVE PURPOSES ONLY

BOARD OF MILK CONTROL  
BOARD OF TRADE

## LEGAL REFERENCES

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### GENERALLY

The statutes relating to the operations of the Department of Business Regulation, for the most part, are contained in the following Chapters of the 1947 Revised Codes of Montana.

Executive Reorganization Order #7-71	Centralized Services Division
--------------------------------------	-------------------------------

Title 60 Chapter 2	Weights and Measures Division
Title 90 Chapter 1	

Title 5 Chapters 1 - 14	Financial Division
Title 7 Chapter 1	
Title 14 Chapter 1	
Title 47 Chapter 2	
Title 74 Chapter 6	

Title 27 Chapter 3	Trade Regulation Division
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Title 27 Chapter 4	Milk Control Division
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The Department of Business Regulation, organized under Title 82A, State Reorganization of Executive Department, is provided for in Chapter 4, Sections 82A-401 through 82A-405, Revised Codes of Montana, 1947. The Department Head is the State Examiner provided for in Article VII, Section 8, of the Montana Constitution. He serves at the pleasure of the Governor.

## PRINCIPAL GOALS

---

The Goal of the Department of Business Regulation is to regulate the various business, industry, and agricultural entities in regard to the effect on the consumer and the equitable treatment of the consumer.



## MAJOR ACCOMPLISHMENTS

---

### 1. Centralized Services Division:

The Division has successfully accomplished the functions of accounting, payroll, budgeting, purchasing, property control, records, statistics, personnel and general services to support the other four major programs of the Department of Business Regulation.

### 2. Weights and Measures Division:

Area and Special Training for Inspectors

Quantity Control of Packaging

Computerized Licensing and Records

### 3. Financial Division:

No financial institution under our supervision failed or became insolvent with resulting loss to investors or depositors.

Two new banks and one trust company were authorized to commence business during the past fiscal year by our Division.

### 4. Trade Regulation Division:

The licensing activity has been streamlined and all licenses have been handled through the office, saving on travel for collection of license fees.

Much of the investigation of complaints has been accomplished by use of the state telephone which is also a savings to travel expenses.

Procedures require a separate report by this Division and it is attached as Appendix #1.

### 5. Milk Control Division:

Two public hearings were held to consider amendments to the formula used in pricing Class I milk. A decision is pending as of June 30, 1973.

A base plan was promulgated and adopted by the Board as a method of paying producers supplying Community Creamery in Missoula.

Procedures require a separate report by this Division and is attached as Appendix #2.

## PROGRAM DESCRIPTIONS

---

### PROGRAM - CENTRALIZED SERVICES DIVISION

#### GOAL

The goal of the Centralized Services Program is to increase efficiency in administrative operations in order to provide the most effective level of support to the other programs.

#### OBJECTIVES

The objective of the Centralized Services Division is to provide greater efficiency in the department through a concentration of administrative workloads and tasks. The program objectives are:

Provide a budgeting and accounting system.

Provide efficient purchasing and property functions.

Provide personnel control and general services.

#### ACHIEVEMENTS

Personnel involved in accounting attended the Statewide Accounting School to gain knowledge in implementing the Statewide Accounting System.

Established more rigid methods of auditing and processing claims.

Established more equitable means of funding the Centralized Services Division.

Revised responsibilities for payroll preparation, processing and distribution.

Established a centralized property accountability system consistent with property management practices prescribed by Management Memo 70-17.

## PROGRAM DESCRIPTIONS

---

PROGRAM - CENTRALIZED SERVICES DIVISION (continued)

### PERFORMANCE INDICATORS

Established centralized inventory and property control.

Established centralized uniform accounting procedures for all divisions.

Established centralized pay-roll procedures.

## PROGRAM DESCRIPTIONS

---

### PROGRAM - WEIGHTS AND MEASURES DIVISION

The principal goal of the Division of Weights and Measures is to eliminate fraud and make sure equity prevails in all commercial transactions involving determination of quantity.

Make sure that all weighing and measuring devices used in commercial transactions are accurate and that all quantity statements on prepackaged products are correct.

### OBJECTIVES

Continue to expand in the area of quantity control of prepackaged products.

Provide special training for inspectors.

License all weighing and measuring devices.

Qualify for new standards to be supplied by the Federal Government.

Remove from service all inaccurate devices.

### ACHIEVEMENTS

In order to fulfill those obligations set forth by law, the Weights and Measures Inspectors were required to broaden their ability through special training to test all devices in their respective areas resulting in a more thorough coverage of the State of Montana and an increase of 18% more devices tested than the previous year.

Sample checking of prepackaged products resulting in stricter control and broader coverage insuring the consumer of accurate weight or measure at the time of purchase.

Special performance tests were conducted on electronic weighing devices.

A program is being developed to computerize our record system and weighing device licenses will be processed by computer.

## PROGRAM DESCRIPTIONS

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### PERFORMANCE INDICATORS

	<u>No. Tested</u>
Total weighing devices tested.....	6,995
Total measuring devices tested.....	6,875
Total weights and measures calibrated.....	733
Total packages tested.....	4,465

	<u>Miles Traveled</u>
State Vehicles.....	118,970
Personal Vehicles.....	1,942

	<u>Fees Collected</u>
Regular Scale Certificates and Petroleum Licenses.....	\$68,732.00
Special Certificates.....	\$11,603.75

## PROGRAM DESCRIPTIONS

---

### PROGRAM - FINANCIAL DIVISION

#### GOAL

To competently fulfill supervisory duties and responsibilities whereby the interests of the public are adequately protected.

To encourage the financial institutions under our supervision to provide services that will promote the convenience and advantage of the public.

#### OBJECTIVES

Make all required annual examinations each year in an efficient and competent manner.

Give special attention to problem financial institutions, and institute corrective or strengthening measures whenever the condition of a financial institution warrants such action.

Expand the examiner training program to increase the expertise and competence of our personnel.

Accomplish longer retention of experienced personnel by increased incentives, salaries and otherwise.

Promote the revision and updating of outmoded or inadequate statutes governing the operation of state chartered financial institutions.

#### ACHIEVEMENTS

During the past fiscal year no financial institution under our supervision failed or became insolvent with resulting loss to investors or depositors.

Two new banks and one trust company were authorized to commence business during the past fiscal year by our Department.

## PROGRAM DESCRIPTIONS

### PROGRAM - FINANCIAL DIVISION (continued)

#### ACHIEVEMENTS

Sent five examiners to the Federal Deposit Insurance Corporation Bank Examiners School and to the Conference of State Bank Supervisors Examiners School. The five attending the F.D.I.C. School did so at no cost to the State of Montana; travel, per diem, and other expenses was paid from a fund established jointly by the F.D.I.C. and C.S.B.S.

In addition one examiner completed a course in Computer Auditing sponsored by the Conference of State Bank Supervisors.

#### PERFORMANCE INDICATORS

	<u>Fiscal Year</u>			
	<u>69-70</u>	<u>70-71</u>	<u>71-72</u>	<u>72-73</u>
Bank Examinations Required	88	93	93	94
Banks Examined	<u>69</u>	<u>59</u>	<u>70</u>	<u>71</u>
Examinations not made	19	34	23	23
Savings and Loan Association Examinations Required.....	5	5	5	5
Savings and Loan Associations Examined.....	<u>5</u>	<u>5</u>	<u>5</u>	<u>3</u>
Examinations not made.....	0	0	0	2

In each of the above fiscal years all of the required examinations were made of the following institutions:

	<u>Number as of 6-30-73</u>
Credit Unions.....	24
Consumer Loan Licensees.....	61

## PROGRAM DESCRIPTIONS

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PROGRAM - TRADE REGULATION DIVISION

See separate report Appendix #1



## PROGRAM DESCRIPTIONS

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PROGRAM - MILK CONTROL DIVISION

See separate report Appendix #2

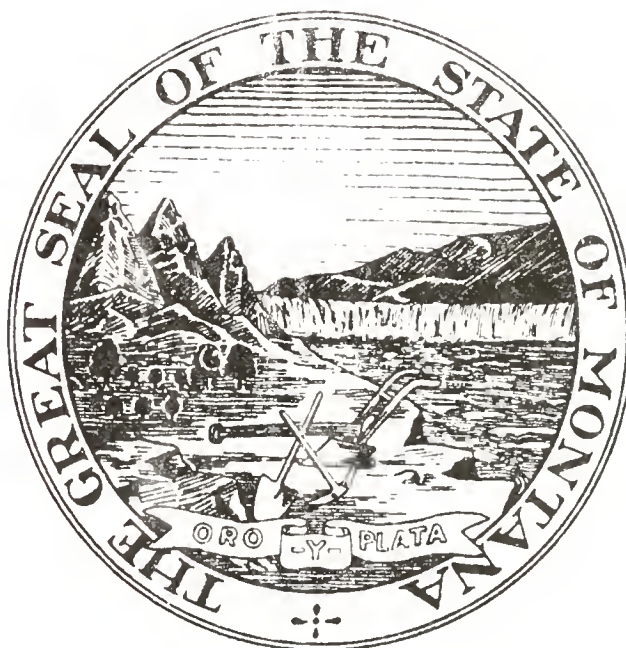
# PROGRAM COST SUMMARY

	<u>FY 1972-73</u>	<u>FY 1971-72*</u>	<u>Increase (Decrease)</u>
Centralized Services	\$ 58,423	\$ 34,397	\$ 24,026
Weights and Measures Division	134,335	127,187	7,148
Financial Division	247,131**	531,255	(284,124)
Trade Regulation Division	19,456	20,792	1,336
Milk Control Division	106,661	106,061	600
TOTAL PROGRAMS	<u>\$566,006</u>	<u>\$819,692</u>	<u>\$253,686</u>
Personal Services	\$398,096	\$586,247	(\$188,151)
Operating Expenses	157,534	222,247	64,713
Equipment	10,376	11,183	807
Assistance, Grants & Benefits	---	15	---
TOTAL BY CATEGORY	<u>\$566,006</u>	<u>\$819,692</u>	<u>(\$253,686)</u>
General Fund	\$408,902	\$657,468	(\$248,566)
Earmarked Revenue-Trade Regulation	22,350	22,168	182
Earmarked Revenue-Milk Board	116,368	116,637	269
Revolving Account #719200	15,000	6,494	8,506
Emergency Employment #438970	---	2,727	(2,727)
Emergency Employment #04060	3,386	14,198	(10,812)
TOTAL FUNDING	<u>\$566,006</u>	<u>\$819,692</u>	<u>(\$253,686)</u>

\*1971-72 figures have been adjusted to reflect all accruals and accrual adjustments.

\*\*This figure reflects only Financial Program. The Municipal & Local Accounting Programs were transferred to the Department of Intergovernmental Relations.

ANNUAL REPORT  
OF THE  
BOARD OF TRADE



TO THE  
GOVERNOR OF MONTANA  
HONORABLE THOMAS L. JUDGE

FOR THE  
FISCAL YEAR ENDED  
June 30, 1973



# STATE OF MONTANA

## DEPARTMENT OF BUSINESS REGULATION

HAROLD H. PITTS, DIRECTOR

805 NORTH MAIN, HELENA, MONTANA 59601

TELEPHONE 449-3163

FINANCIAL DIVISION

L. W. ALKE, ADMINISTRATOR

TRADE REGULATION DIVISION

DAN L. RICE, ADMINISTRATOR

MILK CONTROL DIVISION  
K. M. KELLY, ADMINISTRATOR

WEIGHTS AND MEASURES DIVISION  
GARY DELANO, ADMINISTRATOR

CENTRALIZED SERVICES DIVISION  
DICK DISNEY, ADMINISTRATOR

October 2, 1973

The Honorable Thomas L. Judge  
Montana State Governor  
Montana State Capitol  
Helena, Montana 59601

Dear Governor Judge:

In accordance with the requirements of Section 82-4002, R.C.M. 1947 and section 82A-108 of the Executive Reorganization Act, there is herewith transmitted to you the report of the Board of Trade covering the fiscal year ending June 30, 1973.

There were really two major accomplishments during the year, one being our ability to persuade people to voluntarily comply with the law, rather than being forced to through court action. The second was lending our support in testifying before the first session of the 43rd Legislative Assembly on three pieces of legislation which all passed and became operable July 1, 1973 substantially changing, for the better, the future operation of this Division.

Respectfully submitted,

Dan L. Rice, Administrator  
Trade Regulation Division

mjd

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PRINCIPAL OFFICES AND OFFICERS

---

BOARD OF TRADE

OFFICER TERM OF OFFICE	HOME ADDRESS
Jack Clifford, Chairman 1/1/65 to 7/1/72 7/1/72 to 1/6/75 (reappointed)	Jack's Market Forsyth, Montana
J. E. Barrett, Vice-Chairman 7/1/70 to 7/1/73	2401 So. Higgins Missoula, Montana
Frank Stupca, Treasurer 7/1/71 to 7/1/74	1000 West 5th Anaconda, Montana

PRINCIPAL ADMINISTRATIVE OFFICERS

Dan L. Rice, Executive Secretary and Administrator  
Geoffrey L. Brazier, Legal Counsel  
Earlis Schultz, Secretary

PRINCIPAL OFFICE

805 North Main Street  
Helena, Montana 59601

## LEGAL REFERENCES

---

Sections 27-301 through 27-316 R.C.M. 1947

Creation and duties of Montana State Board of Food Distributors, now the Board of Trade.

Sections 70-201 R.C.M. 1947

Provides that the Montana State Board of Food Distributors is ex-officio the Montana Trade Commission.

Under reorganization it is now the Board of Trade.

Sections 51-101 through 51-118 R.C.M. 1947

Contains the provisions of the Unfair Practice Act and provides the Montana Trade Commission, now the Board of Trade, shall administer the same.

Section 82 A

State reorganization of the Executive Department places the Board of Trade in the Department of Business Regulation for administrative purposes.

Sections 82 A 404-405

Board of Food Distributors continued, renamed Board of Trade.

Section 82 A 405

Montana Trade Commission abolished. Functions transferred to Board of Trade.

## PRINCIPAL GOALS

---

To provide effective enforcement of the Unfair Practices Act and insure fair competition within the state.

To increase the number of licenses issued by contacting newly established businesses.



## MAJOR ACCOMPLISHMENTS

---

The administrator was successful through personal contact with people in the business industry in keeping violations of the Unfair Practices Act to a minimum and has been successful in encouraging voluntary compliance with the act.

Through this effort there has not been the necessity of legal action, which is both costly to the state and the would-be violator.

## PROGRAM DESCRIPTION

---

### PROGRAM - BOARD OF TRADE

#### GOAL

The goal of the Board of Trade is to insure fair competition within the State.

#### OBJECTIVES

Investigate all complaints of violations of the Unfair Practices Act.

Enforce the Unfair Practices Act.

#### ACHIEVEMENTS

Maintained a closer relationship with the people in the business industry through letters, telephone communications and personal contacts in regard to violations; and sending sufficient information to people opening new businesses in the state, so they will be aware of the Unfair Practices Act and we will have their voluntary compliance.

#### PERFORMANCE INDICATORS

Licensing program increased to 5,175 licenses compared to 5,000 for the year 1971-72.

Conducted 127 investigations of complaints of suspected violations of the Unfair Practices Act.

- (a) 78 on food items
- (b) 18 on beer
- (c) 9 on beverages
- (d) 22 on non-food items

# PROGRAM DESCRIPTION

## PROGRAM - BOARD OF TRADE - Continued

### PROGRAM COST SUMMARY

	<u>FY 1972-73</u>	<u>FY 1971-72*</u>	Increase (Decrease)
<u>Licensing and Regulation</u>	\$ <u>19,456</u>	\$ <u>20,792</u>	(\$ <u>1,336</u> )
Personal Services	\$ 13,310	\$ 10,799	\$ 2,511
Operating Expenses	6,146	9,978	(3,832)
Grants and Benefits	<u>---</u>	<u>15</u>	<u>(15)</u>
 PROGRAM TOTAL BY OBJECT	 \$ <u>19,456</u>	 \$ <u>20,792</u>	 (\$ <u>1,336</u> )
 TRANSFERS TO:			
Centralized Services	\$ 2,894	\$ 1,376	\$ 1,518
 <u>FUNDING</u>			
Earmarked Revenue Fund	\$ 22,350	\$ 22,168	\$ 182

\* 1971-72 figures have been adjusted to reflect all accruals and accrual adjustments.

ANNUAL REPORT  
OF THE  
BOARD OF MILK CONTROL



TO THE  
GOVERNOR OF MONTANA  
HONORABLE THOMAS L. JUDGE

FOR THE  
FISCAL YEAR ENDED  
JUNE 30, 1973



STATE OF MONTANA

DEPARTMENT OF BUSINESS REGULATION

~~JOHN X. ROYDALL~~ DIRECTOR, Harold Pitts

805 NORTH MAIN, HELENA, MONTANA 59601

TELEPHONE 449-3163

October 2, 1973

FINANCIAL DIVISION  
L. W. ALK, ADMINISTRATOR

00000000000000000000  
00000000000000000000  
00000000000000000000

TRADE REGULATION DIVISION  
DAN L. RICE, ADMINISTRATOR

MILK CONTROL DIVISION  
F. M. P. RY, ADMINISTRATOR

WEIGHTS AND MEASURES DIVISION  
GARY DELANEY, ADMINISTRATOR

CENTRALIZED SERVICE DIVISION  
DICK DISNEY, ADMINISTRATOR

The Honorable Thomas L. Judge  
Governor of the State of Montana  
State Capitol Building  
Helena, Montana


Dear Governor Judge:

In accordance with the requirements of Section 82-4002, R.C.M. 1947, there is herewith transmitted to you the report of the Board of Milk Control covering the fiscal year ending June 30, 1973.

Major accomplishments during the year include:

1. ECONOMIC FORMULA:  
Two public hearings held to consider amendments to the economic formula used in pricing milk at all levels.
2. BASE OR QUOTA PLANS:  
Base plan promulgated and adopted for the Missoula Division of Beatrice Foods Company.
3. AUDIT PROGRAM:  
Audit program brought current to 90 days in each milk processing plant.
4. COST STUDIES:  
Eight cost studies of milk processing plants completed.

Respectfully submitted,

  
K. M. Kelly,  
Administrator  
KMK/fs1

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PRINCIPAL OFFICES AND OFFICERS

BOARD OF MILK CONTROL

OFFICER

TERM OF OFFICE

HOME ADDRESS

Genevieve Remillard, Chairman  
7/1/69 to 6/30/74

Box 1107  
Glendive, Montana

Mrs. Rosemary Fiorentino, Member  
7/1/70 to 6/30/75

Box 665  
Polson, Montana

Mr. Curtis C. Cook, Member  
7/1/71 to 6/30/76

301 West Main  
Hamilton, Montana

Dr. Edward Ward, Member  
7/5/72 to 1/1/77

Agricultural Econ. Res. Dep.  
Montana State University  
Bozeman, Montana

Mr. Kenneth Mortag, Member  
7/1/73 to 1/1/77

Box 236  
Cascade, Montana

PRINCIPAL ADMINISTRATIVE OFFICERS

K. M. Kelly, Executive Secretary and Administrator

Geoffrey L. Brazier, Legal Counsel

William Ross, Market Analyst

Fern Lang, Chief Clerk

PRINCIPAL OFFICE

805 North Main Street  
Helena, Montana 59601

## LEGAL REFERENCES

### GENERALLY

The statutes relating to the operations of the Board of Milk Control are, for the most part, contained in Sections 27-401 through 431, R.C.M. 1947, as amended.

General authority to regulate the Grade "A" fluid milk industry is delegated in R.C.M. 1947, 27-405.

The legislative policy is found in R.C.M. 1947, 27-401, 402 and 414.

Section 27-411 amended to provide Civil penalties in lieu of license suspension.

The Board fixes prices by Official Order. It has also enacted general and fair trade practice regulations, as-well-as rules of pleading and practice, all of which are in bound official records of the Board.

Operating policies suggested by day-to-day experiences of the Board are contained in the official minutes of Board meetings and are being compiled. Written opinions of the legal counsel rendered pursuant to request are also separately compiled.



## PRINCIPAL GOALS

The goal of the Board of Milk Control is to supervise, regulate and control the milk industry of the State of Montana.

## MAJOR ACCOMPLISHMENTS

### 1. ECONOMIC FORMULAE

Two public hearings held to consider amendments to the economic formula used in pricing milk at all levels. Decision pending as of June 30, 1973.

### 2. BASE OR QUOTA PLANS

A Base plan was promulgated and placed in effect for the Missoula Division of Beatrice Foods Company on January 1, 1973.

### 3. AUDIT PROGRAM

Audit program brought current to 90 days in all milk processing plants.

### 4. COST STUDIES

Cost studies completed on eight major milk distributors.

## PROGRAM DESCRIPTIONS

PROGRAM:      RULE MAKING

### GOAL:

1. To continually evaluate the economic formulas used in pricing milk at all levels.
2. To determine whether base or quota plans are desirable or necessary as a method of paying producers.

### OBJECTIVES:

1. To keep the price structure in line with costs plus a reasonable return on necessary investment to efficient dealers in controlled products while at the same time reflecting the condition of the State and National economy.
2. To increase the efficiency of the audit and enforcement program by broadening the knowledge and the skills of individual staff members.
3. To broaden the knowledge of the Board for price fixing and other marketing purposes and to encourage efficiency in the industry by conducting cost studies.
4. To determine the best possible way of paying producers for their milk.

### ACHIEVEMENTS:

Two public hearings were held to consider amendments to the formula used in pricing Class I milk. A decision is pending as of June 30, 1973.

A base plan was promulgated and adopted by the Board as a method of paying producers supplying Community Creamery in Missouri.

PROGRAM DESCRIPTIONS (continued)

It is believed that the listed achievements closely parallel those contemplated by the legislature.

PERFORMANCE INDICATORS:

	-Fiscal Years-	
	<u>1971--72</u>	<u>1972--73</u>
Public Hearings Held . . . . .	3	2
Cost Studies (processors) . . .	15	8

PROGRAM: AUDITING AND ENFORCEMENT

GOAL:

1. To develop adequate records in milk processing plants.
2. To furnish the milk industry necessary technical information including cost of operation.
3. To enforce minimum prices and fair trades rules.

OBJECTIVES:

1. To assure correct payments to producers for their milk.
2. To assure equal competitive status to all milk processing plants by enforcing minimum prices and fair trades rules.
3. To compile meaningful production and marketing statistics for the benefit of the industry.

ACHIEVEMENTS:

1. Audited all plants on a regular basis.
2. Performed cost studies on a majority (8) of the milk plants.
3. Maintained continuing surveillance of minimum prices.

## PROGRAM DESCRIPTIONS (continued)

### PERFORMANCE INDICATORS:

	-Fiscal Years- <u>1971--72</u>	<u>1972--73</u>
*Number of Plants audited . . . . .	26	32
Cost Studies . . . . .	15	8
Audits - Plant months . . . . .	260	232
Underpayments recovered . . . . .	\$32,413.68	\$7,609.12
Alleged Violations Investigated . . . . .	33	10
Fines levied . . . . .	\$1,500.00	NONE

\*19 licensed plants - some plants audited more than once.

PROGRAM: STATISTICS

### GOAL:

1. To compile meaningful production and marketing statistics for the industry and other interested parties.

### OBJECTIVES:

1. To provide the milk industry, research organizations and others with timely milk production and marketing information.

### ACHIEVEMENTS:

1. All information concerning milk production and marketing was compiled including imports, exports and retail sales. A copy of this report is attached as Appendix "a".

### PERFORMANCE INDICATORS:

	-Fiscal Year- <u>1971-72</u>	<u>1972--73</u>
Copies of report distributed	801	675

# PROGRAM COST SUMMARY

	-Fiscal Years-	
	<u>1971--72*</u>	<u>1972--73</u>
<u>Licensing and Regulation</u>	<u>\$106,061.00</u>	<u>\$106,661.00</u>
Personal Services	\$ 69,372.00	\$ 67,559.00
Operating Expense	<u>\$ 36,689.00</u>	<u>\$ 39,102.00</u>
TOTAL PROGRAM COST	\$106,061.00	\$106,661.00
 Transfers to Centralized Service	 <u>\$ 10,576.00</u>	 <u>\$ 9,707.00</u>
 <u>FUNDING:</u>		
Earmarked Revenue Fund	\$116,637.00	\$116,368.00

\* 1971-72 figures have been adjusted to reflect only program costs and to reflect all accruals and accrual adjustments.

STATE OF MONTANA  
DEPARTMENT OF BUSINESS REGULATION  
MILK CONTROL DIVISION  
805 NORTH MAIN  
HELENA, MONTANA 59601

A REPORT OF MILK UTILIZATION IN MONTANA  
FOR THE LAST HALF OF THE YEAR, 1972, AND  
RECAP FOR YEAR, 1972.

DEPARTMENT OF BUSINESS REGULATION  
MILK CONTROL DIVISION  
805 NORTH MAIN  
HELENA, MONTANA 59601

September 14, 1973

Ms. Genevieve Remillard, Chairman  
and Members of the Board

Re: Statistical Report for the  
period July 1, 1972 through  
December 31, 1972, also a  
Recap for entire Year, 1972.

Dear Ms Remillard and Board Members:

The Statistical Report for the period July 1, 1972 through  
December 31, 1972 is hereby respectfully submitted.

This report also includes recap sheets for the full year, 1972.

We are still attempting to get the monthly reports from  
Distributors to a point where their accuracy will allow us to  
base this summary on reported figures rather than audited  
figures.

If we can accomplish this we can get these figures to the  
industry in a more timely manner.

Sincerely,

MILK CONTROL DIVISION

  
J. M. Kelly  
Administrator

KMK/fs1



RECAP OF YEAR, 1972  
and  
LAST HALF OF THE YEAR, 1972 REPORT  
MILK CONTROL DIVISION

<u>NAME</u>	<u>TERM EXPIRES</u>	<u>TITLE</u>
Genevieve W. Remillard, Glendive	July 1, 1974	Chairman
Marvelle Cole, Billings	July 1, 1973	Vice-Chairman
Rosemary Fiorentino, Polson	July 1, 1975	Member
Curtis C. Cook, Hamilton	July 1, 1976	Member
Dr. Edward C. Ward, Bozeman	January 1, 1977	Member
Kenneth Mortag, Cascade (Replaces Mrs. Cole, 7/1/73)	January 1, 1977	Member

ADMINISTRATIVE STAFF

K. M. Kelly	Executive Secretary and Administrator
Geoffrey L. Brazier	Legal Counsel
William E. Ross	Market Analyst
Arthur McLaren	Auditor II
Howard Beckett	Auditor II
Carl Carlson	Auditor I
Dick Van Auken	Auditor I
Fern V. Lang	Chief Clerk
Lois Collins	Statistician

MILK UTILIZATION IN MONTANA  
(July 1, 1972 through Dec. 31, 1972)  
HALF YEAR

Following are statistical summaries of production and marketing of Grade "A" Milk in Montana for the SECOND HALF OF THE YEAR, 1972, according to official records of the Department of Business Regulation, Milk Control Division.

TOTAL POUNDS OF GRADE "A" MILK PRODUCED IN MONTANA INCLUDING DISTRIBUTOR OWNED PRODUCTION & SOLD TO MONTANA PROCESSORS: 114,986,872 lbs.

Producer Milk Utilization:

Class I	86,073,375 lbs. or 74.85%
Class II	18,645,308 lbs. or 16.22%
Class III	<u>10,268,189 lbs. or 8.93%</u>
	114,986,872 lbs.

TOTAL POUNDS OF GRADE "A" MILK IMPORTED FROM OUT-OF-STATE: 6,172,933 lbs.

Imported Milk Utilization:

Class I	6,085,000 lbs. or 98.58%
Class II	67,543 lbs. or 1.09%
Class III	<u>20,390 lbs. or .33%</u>
	6,172,933 lbs.

NOTE: Additional information on Imports will be found on page 4.

TOTAL POUNDS OF GRADE "A" MILK PRODUCED AND SOLD BY PRODUCER-DISTRIBUTORS ON THE FARM: 1,007,279 lbs.

Producer-Distributor Utilization:

Class I	774,079 lbs. or 76.85%
Class II	000 00
Class III	<u>233,200 lbs. or 23.15%</u>
	1,007,279 lbs.

TOTAL MILK PRODUCED BY STATE UNIVERSITY: 244,977 lbs.

University Milk Utilization:

Class I	212,409 lbs. or 86.71%
Class II	NONE 00
Class III	<u>32,568 lbs. or 13.29%</u>
	244,977 lbs.

TOTAL SKIM MILK RECONSTITUTED: 565,413 lbs.

Reconstituted Milk Utilization:

Class III	565,413 lbs. or 100.00%
-----------	-------------------------

TOTAL GRADE "A" MILK FROM ALL SOURCES: 122,977,474 lbs.

Utilization All Sources:

Class I	93,144,863 lbs. or 75.74%
Class II	18,712,851 lbs. or 15.22%
Class III	<u>11,119,760 lbs. or 9.04%</u>
	122,977,474 lbs.

TOTAL UNGRADED MILK RECEIVED BY GRADE "A" PLANTS: 3,601,719 lbs.

Ungraded Milk Utilization:

Class III	3,601,719 lbs. or 100.00%
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\*OTHER SALES INTO MONTANA FROM OUT-OF-STATE LISTED BY PRODUCTS  
(Last Half Year, 1972)

CLASS II

TOTAL GALLONS:

Ice Cream	136,482 Gallons
Ice Cream Mix	19,038 Gallons
Egg Nog	4,198 Gallons
Tom & Jerry Mix	<u>1,031 Gallons</u>
	160,749 Gallons

CLASS II

TOTAL POUNDS:

Creamed Cottage Cheese	185,602 Pounds
Dry Cottage Cheese	78 Pounds
Sour Cream	26,041 Pounds
Yogurt	<u>15,259 Pounds</u>
	226,980 Pounds

CLASS III

TOTAL POUNDS:

Cheddar Cheese	3,795 Pounds
Butter	27,758 Pounds
American Cheese	<u>780 Pounds</u>
	32,333 Pounds

RECAP OF MILK UTILIZATION IN MONTANA FOR YEAR, 1972  
(January 1, 1972 through Dec. 31, 1972)

TOTAL POUNDS OF GRADE "A" MILK PRODUCED IN  
MONTANA INCLUDING DISTRIBUTOR OWNED PRODUCTION  
AND SOLD TO MONTANA PROCESSORS:

234,438,087 lbs.

Producer Milk Utilization:

Class I	170,826,237 lbs. or 72.87%
Class II	37,662,964 lbs. or 16.07%
Class III	<u>25,948,886</u> lbs. or 11.06%
	234,438,087 lbs.

TOTAL POUNDS OF GRADE "A" MILK  
IMPORTED FROM OUT-OF-STATE:

11,236,833 lbs.

Imported Milk Utilization:

Class I	11,055,112 lbs. or 98.38%
Class II	67,543 lbs. or .60%
Class III	<u>114,178</u> lbs. or 1.02%
	11,236,833 lbs.

NOTE: Incomplete records on Class II & III imports for 1st half year,  
2nd half year 1972 there were complete records (see page 4)

TOTAL POUNDS OF GRADE "A" MILK PRODUCED AND  
SOLD BY PRODUCER-DISTRIBUTORS ON THE FARM:

2,357,290 lbs.

Producer-Distributor Utilization:

Class I	1,534,770 lbs. or 65.11%
Class II	NONE 00
Class III	<u>822,520</u> lbs. or 34.89%
	2,357,290 lbs.

TOTAL MILK PRODUCED BY STATE UNIVERSITY:

681,631 lbs.

University Milk Utilization:

Class I	587,156 lbs. or 86.14%
Class II	NONE 00
Class III	<u>94,475</u> lbs. or 13.86%
	681,631 lbs.

TOTAL SKIM MILK RECONSTITUTED:

910,494 lbs.

Reconstituted Milk Utilization:

Class III	910,494 lbs. or 100.00%
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TOTAL GRADE "A" MILK FROM ALL SOURCES:

249,624,335 lbs.

Utilization All Sources:

Class I	184,003,275 lbs. or 73.71%
Class II	37,730,507 lbs. or 15.12%
Class III	<u>27,890,553</u> lbs. or 11.17%
	249,624,335 lbs.

TOTAL UNGRADED MILK RECEIVED BY GRADE "A" PLANTS:

7,171,393 lbs.

Ungraded Milk Utilization:

Class III	7,171,393 lbs. or 100.00%
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IN THE LAST HALF OF THE CALENDAR YEAR, 1972, Independent producers in Montana sold to Montana Processors 112,385,548 pounds of Grade "A" milk at a weighted average test of 3.67% (Processor-owned herds were not included in this total), for which they received a total of \$7,016,031.12 or a weighted average blend price of \$6.24 per hundredweight for all milk sold, as compared to \$5.86 for the First Half Year 1972. (This figure represents payments before freight allowances from farm-to-plant were withheld).

Fifteen (15) out of a total of Nineteen (19) plants paid blend prices over \$6.00 per hundredweight in Last Half of the Year, 1972.

Sixteen (16) out of a total of Nineteen (19) plants paid blend prices over \$5.50 per hundredweight in First Half of the Year, 1972.

IN THE CALENDAR YEAR, 1972, Independent producers in Montana sold to Montana Processors 228,791,349 pounds of Grade "A" milk at a weighted average test of 3.64% (Processor-owned herds were not included in this total), for which they received a total of \$13,836,630.71 or a weighted average blend price of \$6.05 per hundredweight for all milk sold, as compared to \$5.81 for the year, 1971. (This figure represents payments before freight allowances from farm-to-plant were withheld.)

Records indicate that for the Last Half of the Year, 1972, there were Nineteen (19) Distributors or Processing Plants and Thirteen (13) Out-of-State Distributors or Processors licensed to do business in the State of Montana. There were Nine (9) Import Jobbers, Thirteen (13) licensed Producer-Distributors and Forty-two (42) licensed Jobbers in Montana. There were Three Hundred and Ten (310) producer licenses issued to Producers during this period.

According to reported information, there were 20,965 Grade "A" dairy cows in Montana during the Second Half of the Year, 1972, including those of producer-distributors. Those cows produced an average of 5,533 pounds of Grade "A" milk per cow for a six month period at an average butterfat test of 3.68%. Those cows produced an average of 11,295 pounds of Grade "A" milk per cow for the year 1972 at an average butterfat test of 3.66%.

Number of cows not counting producer-distributors was 20,698 cows and production was 114,986,872 pounds, making an average production per cow of 5,555 pounds for a six (6) month period. Those cows produced an average of 11,327 per cow for the Year, 1972.

Production of Grade "A" milk in Montana, including independent producers, processor-owned herds and producer-distributors was 115,994,151 pounds in the Last Half Year, 1972.

Milk Imported: 6,172,933 lbs. imported in the Last Half Year, 1972.

Milk Exported: 2,741,565 lbs. exported in the Last Half Year, 1972.

FOLLOWING IS A BREAKDOWN OF TOTAL PRODUCTION AND UTILIZATION FOR LAST HALF YEAR, 1972, OF GRADE "A" PRODUCER MILK, BY MARKET AREA (these figures do not include own-farm or producer-distributor milk):

<u>MARKET AREA</u>	<u>TOTAL POUNDS MILK PRODUCED</u>	<u>POUNDS OF MILK USED CLASS I</u>	<u>POUNDS OF MILK USED CLASS II</u>	<u>POUNDS OF MILK USED CLASS III</u>
I (Bozeman)	27,208,053	18,151,242	4,325,780	4,731,031
II (Billings)	12,056,470	10,209,192	1,325,813	521,465
III (Miles City)	2,128,844	2,010,005	75,789	43,050
IV (Plentywood)	193,072	172,617	15,670	4,785
V (Glendive)	1,776,504	1,452,136	241,590	82,778
VI (Havre)	4,916,340	4,274,315	522,500	119,525
*VII (Lewistown)	NONE	(No distributors in this Area)		
VIII (Great Falls)	14,995,960	13,029,897	1,418,946	547,117
IX (Kalispell)	10,404,354	7,313,384	1,403,794	1,687,176
X (Missoula)	28,614,877	18,769,720	7,530,699	2,314,458
XI (Butte)	7,505,346	5,962,147	1,447,123	96,076
XII (Helena)	<u>2,585,728</u>	<u>2,127,396</u>	<u>337,604</u>	<u>120,728</u>
TOTAL =	112,385,548	83,472,051	18,645,308	10,268,189
PERCENTAGE =		74.27%	16.59%	9.14%

Production of Grade "A" milk in Montana, including independent producers, processor-owned herds and producer-distributors was:

236,795,377 pounds is total for Year, 1972.

Milk Imported: 11,236,833 lbs. imported in the Year, 1972.

Milk Exported: 5,435,414 lbs. exported in the Year, 1972.

FOLLOWING IS A BREAKDOWN OF TOTAL PRODUCTION AND UTILIZATION FOR YEAR, 1972 OF GRADE "A" PRODUCER MILK, BY MARKET AREA (these figures do not include own-farm or producer-distributor milk):

<u>MARKET AREA</u>	<u>TOTAL POUNDS MILK PRODUCED</u>	<u>POUNDS OF MILK USED CLASS I</u>	<u>POUNDS OF MILK USED CLASS II</u>	<u>POUNDS OF MILK USED CLASS III</u>
I (Bozeman)	54,609,739	34,387,094	7,452,998	12,769,647
II (Billings)	25,206,117	20,972,795	2,748,403	1,484,919
III (Miles City)	4,533,850	4,088,494	166,251	279,105
IV (Plentywood)	540,869	408,269	86,181	46,419
V (Glendive)	3,914,444	3,236,429	518,330	159,685
VI (Havre)	10,017,505	8,596,796	1,143,740	276,969
*VII (Lewistown)	NONE	(No distributors in this Area)		
VIII (Great Falls)	30,327,203	26,256,769	2,865,842	1,204,592
IX (Kalispell)	20,197,530	14,297,052	2,815,574	3,084,904
X (Missoula)	57,759,611	36,595,812	14,985,587	6,178,212
XI (Butte)	16,290,943	11,886,281	4,187,108	217,554
XII (Helena)	<u>5,393,538</u>	<u>4,453,708</u>	<u>692,950</u>	<u>246,880</u>
TOTAL =	228,791,349	165,179,499	37,662,964	25,948,886
PERCENTAGE =		72.20%	16.46%	11.34%

\* Producers in this Area ship to processors in Area VIII.

Weighted-average Blend Price before freight (farm-to-plant)  
for all producer milk by market area have been as follows:

<u>MARKET AREA</u>	<u>YEAR</u> <u>1969</u>	<u>YEAR</u> <u>1970</u>	<u>YEAR</u> <u>1971</u>	<u>FIRST</u> <u>HALF</u> <u>YEAR</u> <u>1972</u>	<u>LAST</u> <u>HALF</u> <u>YEAR</u> <u>1972</u>	<u>YEAR</u> <u>1972</u>
I (Bozeman)	\$5.34	\$5.19	\$5.35	\$5.36	\$5.95	\$5.65
II (Billings)	\$5.98	\$5.99	\$5.99	\$6.23	\$6.61	\$6.41
III (Miles City)	\$5.79	\$5.95	\$5.92	\$5.95	\$6.50	\$6.21
IV (Plentywood)	\$5.29	\$5.34	\$5.46	\$5.36	\$6.07	\$5.62
V (Glendive)	\$5.88	\$6.09	\$6.08	\$6.32	\$6.37	\$6.34
VI (Havre)	\$6.06	\$6.20	\$6.32	\$6.29	\$6.59	\$6.44
VII (Lewistown)	(No distributors in this area)					
VIII (Great Falls)	\$6.05	\$6.27	\$6.32	\$6.40	\$6.63	\$6.51
IX (Kalispell)	\$5.80	\$5.70	\$5.81	\$5.91	\$6.06	\$5.99
X (Missoula)	\$5.53	\$5.46	\$5.65	\$5.64	\$6.03	\$5.83
XI (Butte)	\$5.81	\$5.88	\$6.04	\$6.13	\$6.60	\$6.35
XII (Helena)	\$6.14	\$6.07	\$6.24	\$6.24	\$6.51	\$6.37

RECAP OF ALL MILK HANDLED AND DISPURSED IN MONTANA FOR  
LAST HALF YEAR, 1972  
(Based on Audited Figures Received in this Office)

<u>RECEIPTS</u>	<u>PRODUCT</u>	<u>BUTTERFAT</u>
Beginning Inventory - Packaged	977,884	30,886
Beginning Inventory - Bulk	312,830	25,998
Producer Receipts	112,385,548	4,130,128
Receipts Own-Farm	2,601,324	96,862
Receipts Other-Sources - Class I - Pkg. (above are transfers between Plants in Mont.)	3,472,117	113,808
Receipts Other-Sources - Class I - Pkg. (OUT-OF-STATE)	466,876	17,861
Receipts Other-Sources - Pkg. - Class I Sterile (above Sterile OUT-OF-STATE)	89,911	20,078
Receipts Other-Source - Bulk - Class I (OUT-OF-STATE)	448,499	13,610
Receipts Other-Source - Bulk - Class I (M.S.U. College)	212,409	5,603
Receipts Other-Source - Bulk - Class I (above are transfers between plants in Mont.)	8,915,231	259,902
Receipts Other-Source - Bulk - Class II (OUT-OF-STATE)	67,543	1,282
Receipts Other-Source - Bulk - Class II (above are transfers between plants in Mont.)	2,987,147	104,855
Receipts Other-Source - Bulk - Class III (Above are transfers between plants in Mont.)	2,608,790	204,394
Receipts Other-Source - Bulk - Class III (OUT-OF-STATE)	20,390	3,991
Receipts Other-Source - Bulk - Class III (M.S.U. College)	32,568	3,823
Receipts Other-Source - Bulk - Class III (UNGRADED)	3,601,719	188,579
Receipts Other-Source - Bulk - Class III (BUTTER)	39,294	32,167
Receipts Other-Source - Bulk - Class III (RECONSTITUTED)	565,413	63
ADDITIVES	447,296	0
SUB-TOTAL RECEIPTS FROM MONTANA DISTRIBUTORS =	140,252,789	5,253,890
Receipts PRODUCER-DISTRIBUTORS	1,007,279	36,600
* Receipts (OUT-OF-STATE DISTRIBUTORS)	5,077,135	166,006
Receipts (OUT-OF-STATE STERILE)	2,579	824
TOTAL RECEIPTS FOR STATE OF MONTANA	146,339,782	5,457,320

<u>PRODUCER USAGE</u>	<u>PRODUCT LBS.</u>	<u>BUTTERFAT</u>	<u>% OF USAGE</u>
Class I	83,472,051	2,568,129	74.27%
Class II	18,645,308	773,794	16.59%
Class III	10,268,189	788,205	9.14%
TOTAL	112,385,548	4,130,128	
AUDIT VALUE =	\$7,016,031.12		
BLEND PRICE =	\$ 6.24		
BUTTERFAT TEST =	.0367		

\* NOTE: Out-of-State Distributor Receipts in Class II & III, see page 4.



RECAP OF ALL MILK HANDLED AND DISPURSED IN MONTANA FOR  
(Based on Audited figures received in this Office)

YEAR, 1972

<u>RECEIPTS</u>	<u>PRODUCT</u>	<u>BUTTERFAT</u>
Beginning Inventory - Packaged	1,925,214	61,737
Beginning Inventory - Bulk	759,211	58,353
Producer Receipts	228,791,349	8,336,088
Receipts Own-Farm	5,646,738	206,118
Receipts Other-Source - Class I Pkg. (above are transfers between plants in Mont.)	6,090,794	205,936
Receipts Other-Source - Class I Pkg. (OUT-OF-STATE)	985,906	31,462
Receipts Other-Source - Class I Pkg. Sterile (above Sterile OUT-OF-STATE)	168,750	36,784
Receipts Other-Source - Class I Bulk (OUT-OF-STATE)	448,499	13,610
Receipts Other-Source - Class I Bulk (M.S.U. College)	587,156	13,034
Receipts Other-Source - Class I Bulk (above are transfers between plants in Mont.)	14,905,641	431,391
Receipts Other-Source - Class II Bulk (OUT-OF-STATE)	67,543	1,282
Receipts Other-Source - Class II Bulk (above are transfers between plants in Mont.)	4,581,016	133,000
Receipts Other-Source - Class III Bulk (above are transfers between plants in Mont.)	5,900,126	413,428
Receipts Other-Source - Class III Bulk (OUT-OF-STATE)	114,178	7,974
Receipts Other-Source - Class III Bulk (M.S.U. College)	94,475	12,789
Receipts Other-Source - Class III Bulk (UNGRADED)	7,183,078	391,451
Receipts Other-Source - Class III Bulk (BUTTER)	81,123	63,994
Receipts Other-Source - Class III Bulk (RECONSTITUTED)	910,494	185
ADDITIVES	909,188	0
SUB-TOTAL RECEIPTS FROM MONTANA DISTRIBUTORS:	280,150,479	10,418,616
Receipts (PRODUCER-DISTRIBUTORS)	2,357,290	84,945
*Receipts (OUT-OF-STATE DISTRIBUTORS)	9,449,611	312,534
Receipts (OUT-OF-STATE STERILE)	4,852	1,419
TOTAL RECEIPTS FOR STATE OF MONTANA	291,962,232	10,817,514

<u>PRODUCT</u>	<u>USAGL:</u>	<u>PRODUCT LBS.</u>	<u>BUTTERFAT</u>	<u>% OF USAGE</u>
Class I		165,179,499	5,060,810	72.20%
Class II		37,662,964	1,481,267	16.46%
Class III		25,948,886	1,794,011	11.34%
TOTAL		228,791,349	8,336,088	
AUDIT VALUE	=	\$13,836,630.71		
BLEND PRICE	=	\$ 6.05		
BUTTERFAT TEST	=	.0364		

\* NOTE: Out-Of-State Distributor receipts in Class II & III, see page 4,  
only available for last Half Year, 1972.

UTILIZATION YEAR, 1972

UTILIZATION	PRODUCT	BUTTERFAT
<u>CLASS I USAGE:</u>		
Class I Packaged Sales	172,194,526	5,247,580
Packaged Sterile (counted in above Pkg. sales)	(160,627)	(35,436)
Packaged Sales to M.S.U. (counted in Pkg. Sales)	(661,073)	(32,501)
Packaged Sales - (OUT-OF-STATE)		
(counted in above pkg. sales)	(3,197,460)	(88,187)
Packaged Sales to Branches		
(counted in above pkg. sales)	5,883,967	194,521
Bulk Sales - Class I (Other Mont. plants)	14,964,824	422,322
Bulk Sales - Class I (OUT-OF-STATE)	594,275	23,458
SUB-TOTAL OF MONTANA DISTRIBUTORS:	193,637,592	5,887,881
Class I Pkg. Sales (PRODUCER-DISTRIBUTORS)	1,534,770	56,945
Class I Pkg. Sales (OUT-OF-STATE DISTRIBUTORS)	9,447,105	312,083
Class I Pkg. Sales (STERILE)	4,852	1,419
TOTAL CLASS I SALES IN MONTANA:	204,624,319	6,258,328
-----		
<u>CLASS II USAGE:</u>		
Cottage Cheese	24,342,035	235,047
Sour Cream	824,912	161,488
Ice Cream Mix	11,131,440	993,033
Egg Nog	308,162	17,662
Yogurt	2,580	81
Bulk Sales (transfers between Mont. Plants)	4,530,803	136,570
Bulk Sales (OUT-OF-STATE)	1,402,747	87,869
Bulk Sales - Manhattan Creamery	98,470	3,508
Bulk Sales - Wilcoxson's Creamery	917,986	32,027
Bulk Sales - Laurel Creamery	27,606	995
Bulk Sales - Farmers Union Creamery	90,961	227
Bulk Sales - Hansen's Ice Cream	63,615	6,058
Bulk Sales - Roseneaur	1,032	33
SUB-TOTAL CLASS II USAGE - MONTANA PROCESSORS:	43,742,349	1,674,598
*Sour Cream - Import Distributors sold	2,506	451
TOTAL CLASS II SALES IN MONTANA:	43,744,855	1,675,049
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<u>CLASS III USAGE:</u>		
Cheddar Cheese	21,151,180	680,636
Butter	2,469,083	920,050
Reddi-whip	8,130	2,566
Bulk Sales (transfers between Montana Plants)	6,241,907	422,141
Bulk Sales (OUT-OF-STATE)	240,932	38,480
Bulk Sales - Foremost Dairy	665,708	14,928
Bulk Sales - Sweet Grass Creamery	217,244	80,141
Bulk Sales - Glacier Mt. Cheese	2,818,436	101,513
Bulk Sales - Farmers Union Creamery	260,490	83,157
Bulk Sales - Laurel Creamery	47,629	15,650
Bulk Sales - Dufner Dairy	116,899	43,272
Bulk Sales - Manhattan Creamery	66,734	22,822
Bulk Sales - Conrad Creamery	230,379	73,303
Livestock Feed	75,605	152
Dumped	878,563	3,316
Closing Inventory - Packaged	1,855,388	58,258
Closing Inventory - Bulk	1,422,282	78,446
SUB-TOTAL CLASS III USAGE - MONTANA PROCESSORS:	38,766,589	2,638,833
Livestock Feed - (PRODUCER-DISTRIBUTORS)	228,520	7,840
Cheese Plant - (PRODUCER-DISTRIBUTORS)	593,000	20,120
Dump -- (PRODUCER-DISTRIBUTORS)	1,000	40
* (OUT-OF-STATE CLASS III SALES (see page 4)		
TOTAL CLASS III USAGE:	39,589,109	2,666,833
-----		
TOTAL PRODUCT RECEIVED	291,962,232	10,817,514
TOTAL PRODUCT ACCOUNTED FOR:	287,958,283	10,600,210
TOTAL SHRINKAGE	4,003,949	217,304

BREAKDOWN OF UNIT SALES OF FLUID MILK FOR LAST HALF YEAR, 1972, AS AUDITED BY THIS OFFICE

PRODUCT	<u>1/2 PINTS</u>	<u>PINTS</u>	<u>QUARTS</u>	<u>1/2 GALS.</u>	<u>SINGLE GALS.</u>	<u>DISP. GALS.</u>	<u>PRODUCT POUNDS</u>	<u>AVERAGE TEST</u>	<u>BUTTERFAT POUNDS</u>
Raw Milk	21,680	NONE	15,076	47,243	46,409	NONE	646,328	.0379	24,477
Past. Milk	NONE	NONE	17,950	NONE	NONE	NONE	38,592	.0344	1,327
Homo Milk	7,574,692	12,038	1,680,170	7,269,362	1,168,782	498,163	53,290,688	.0337	1,798,126
Hi-Test Milk	NONE	NONE	NONE	237	NONE	NONE	1,019	.0343	35
Choc. Milk	2,112,533	8,582	406,937	16,074	398	14,778	2,219,258	.0335	74,234
Low Fat Milk 2%	19,850	NONE	393,332	4,959,002	887,280	63,154	30,424,369	.0199	605,247
Low Fat Milk 1%	NONE	NONE	5,136	53,475	NONE	NONE	241,697	.0108	2,601
Buttermilk	12,235	1,692	528,774	24,377	929	1,191	1,274,019	.0099	12,157
Skim Milk	41,080	NONE	298,050	457,378	NONE	8,681	2,713,703	.0025	6,672
Choc. Drink	95	NONE	1,503	20,315	NONE	NONE	90,847	.0195	1,768
1/2 & 1/2 Cream	NONE	966,282	141,717	NONE	NONE	28	1,335,543	.1166	156,014
Whipping Cream	450,202	137,372	10,851	2,473	171	NONE	414,225	.3996	141,051
Comm. Cream	NONE	NONE	NONE	NONE	612	390	8,488	.2127	1,804
Sterile 1/2 & 1/2	NONE	15,851	4,377	NONE	NONE	NONE	26,297	.1101	2,887
Sterile Whip	64,777	13,286	1,914	NONE	NONE	NONE	51,863	.3413	17,700
Sterile Choc. Dri.	1,356	NONE	6,485	NONE	NONE	NONE	14,774	.0001	147
Sterile Coffee Cream -- 1/2 Oz. Packages =							00		00
TOTAL CLASS I PACKAGED SALES IN MONTANA							92,791,710	.0307	2,849,250

BREAKDOWN OF UNIT SALES OF FLUID MILK FOR YEAR, 1972, AS AUDITED BY THIS OFFICE

<u>PRODUCT</u>	<u>1/2 PINTS</u>	<u>FINTS</u>	<u>QUARTS</u>	<u>1/2 GALS.</u>	<u>SINGLE GALS.</u>	<u>DISP. GALS.</u>	<u>PRODUCT POUNDS</u>	<u>AVERAGE TEST</u>	<u>BUTTERFAT POUNDS</u>
Raw Milk	21,580	NONE	15,076	61,877	92,236	NONE	1,103,366	.0382	42,199
Past. Milk	28,768	NONE	52,670	20,158	980	NONE	223,810	.0350	7,836
Homo. Milk	17,206,414	30,724	3,229,860	14,309,709	2,312,412	960,556	105,904,941	.0338	3,575,447
Hi-Test Milk	NONE	NONE	2	457	NONE	NONE	1,969	.0356	70
Choc. Milk	5,046,012	26,751	761,406	33,776	398	26,753	4,756,745	.0336	159,742
Low Fat Milk 2%	39,343	NONE	767,016	9,610,118	1,720,249	139,837	59,127,666	.0199	1,177,307
Low Fat Milk 1%	NONE	NONE	10,769	120,272	NONE	NONE	541,765	.0110	5,962
Buttermilk	29,969	3,973	1,032,538	52,919	1,269	1,751	2,503,100	.0097	24,214
Skim Milk	89,542	NONE	577,642	895,376	2,828	17,086	5,329,961	.0024	12,948
Choc. Drink	4,407	NONE	2,143	39,989	NONE	NONE	179,346	.0193	3,466
1/2 & 1/2 Cream	NONE	1,838,280	271,338	NONE	NONE	28	2,544,226	.1165	296,354
Whipping Cream	852,731	247,106	123,860	5,670	567	NONE	784,016	.3476	272,531
Comm. Cream	NONE	47	NONE	NONE	1,366	390	14,931	.2074	3,097
Sterile 1/2 & 1/2	28,720	38,420	11,184	NONE	NONE	NONE	79,968	.1697	13,569
Sterile Whip	79,168	17,802	2,380	NONE	NONE	NONE	65,089	.3436	22,365
Sterile Choc. Ori.	1,356	NONE	7,348	NONE	NONE	NONE	16,634	.0100	166
Sterile Coffee Cream - 1/2 Oz. Packages =			120,866				3,787	.1996	756
TOTAL CLASS I PACKAGED SALES IN MONTANA							183,181,320	.0307	5,618,029

The tables in this report are a result of audited figures taken from milk processing plant records and are an accurate reflection of production and sales of fluid milk in Montana for the period covered by this report.

More detailed information is available upon request to our office at 805 North Main Street, Helena, Montana 59601.





